



Accountability

The Accountability System

One of the most valuable parts of this planner is the Accountability System we've created to help you stay on track and know if your income producing activities (IPA) are increasing or decreasing week to week and month to month. Below is an explanation on how to use the system to make 2023 your best year ever.

At the end of each week on the calendar pages (see example, below), you'll see that we have assigned a point system to each income-producing activity in your business. You can calculate your daily activities and put the number of points in the correct box. You will then be able to tally your points for the week in your business. The Progress Tracker at the bottom will show you the progress in your business based on your total points. Focus on the activity and the results will take care of themselves.

As a professional you are going to be inviting your prospects to review a tool or attend an event. "Your ability to get a large group of people to consistently do a few simple things over an extended period of time" is the key to creating an explosion of growth in your business

Pique Interest

Piquing interest simply means meeting someone new who may potentially be a fit for your business. When you meet someone you online or offline, you have to have a way to contact them. approaching someone about your opportunity and generating interest. This can be a cold market or a warm market prospect, in person or online on a social media platform.

Presentation (1-2 guests)

A person can not make a decision until they are exposed to the information

This can be any type of exposure where a presentation is done with 2 guests or less.

(Sending a video through your mobile app, getting them on a Zoom Webinar, in-person meeting, one-on-one, two-on-one, 3-way call, etc.)

Presentation (3 or more guests)

Any type of presentation with at least 3 guests in attendance. (Zoom Webinar, Event a home party private launch call/ webinar Meeting, etc.)

Register to a company event

You earn points any time you get someone on your team registered to a company event. This can include conventions, regional events, or any event where there is a gathering of leaders for training of your company's system and strategy.



TASK	VALUE
Pique interest	2
Presentation (1 to 2 guests)	5
Presentation (3 or more)	5
Register to company event	5
Personal Growth / Self Improvement	5
New customer	10
New business partner	10

One hour of personal growth

Your income will seldom exceed your personal development. Although personal development is not a direct income-producing activity, personal development is one of the foundations of success in net-work marketing. This can include reading a book, listening to an audio, Podcast, or training, or any activity where you are learning and becoming a better leader. Investing in yourself is the best investment you will ever make.

Do not give yourself points for more than one hour of personal growth per day.

New customer

A successful business is one that provides a product or service, which creates a happy customer, who goes onto create more happy customers. Customers are the lifeblood of your business and, therefore, have the highest point value. (Only give yourself points for a personally enrolled customer.)

New business partner

This has a high point value as well because distribution. Every distributor is a distribution point and can open up doors to lead you to more business, it is vital to the growth of your business. (Only give yourself points for a personally enrolled distributor.) business. (Only give yourself points for a personally enrolled distributor.)

SUNDAY

MONDAY

TUESDAY

WEDNESDAY

7:00

30

8:00

30

9:00

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10:00

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11:00

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12:00

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8:00

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9:00

Whenever you see a successful business,,
 someone made a courageous choice.
 - Peter F. Drucker

THURSDAY

FRIDAY

SATURDAY

ACCOUNTABILITY TRACKER

7:00			
30			
8:00			
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DAILY SCOREBOARD

DAY	POINTS EARNED
MONDAY	
TUESDAY	
WEDNESDAY	
THURSDAY	
FRIDAY	
SATURDAY	
SUNDAY	
WEEKLY TOTAL	

PROGRESS TRACKER

Walking	25pts
Power Walking	50PTS
Slow Jogging	100PTS
Jogging	200PTS
Running	400PTS

NOTES

Recap your month

prior to proceeding to the next month



End-of-Month Checklist:

- Have you tracked your business expenses and mileage?
- Have you set your goals for next month?
- Have you discussed the goals of your team/leaders for next month?
- Is there anything thoughtful that you might want to do for a prospect/distributor/customer?

Biggest achievements

1. _____
2. _____
3. _____

What could I improve?

1. _____
2. _____
3. _____

Total points for the month

New Month Goals

Top 5 goals for the next month

1. _____
2. _____
3. _____
4. _____
5. _____

What is your total points GOAL for thhis coming month?